

Message Text

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AMEMBASSY ABU DHABI

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AMEMBASSY MANAMA

UNCLAS KUWAIT 2319

BEIRUT FOR LEFEAVER AND DWOR

EO 11652: NA

TAGS: BEXP, BMEP: KU

SUBJ: STANRAY CORP WINS CONTRACT FOR PASSENGER CONVEYORS

REF: A) KUWAIT 1707; B) KUWAIT 1554; C) KUWAIT 1331 AND OTHERS

1. EMBASSY HAS LEARNED FROM SOURCE IN MIN PUBLIC WORKS THAT US COMPANY STANRAY WILL BE AWARDED KD 905,000 (KD 1 EQUALS \$3.38) CONTRACT TO EQUIP NEW KUWAIT AIR TERMINAL WITH PASSENGER CONVEYORS. STANRAY WAS PERMITTED IN RATHER UNORTHODOX FASHION BY MPW TO SUBMIT A LATE PROPOSAL AND WON OUT OVER SUCH FIRMS AS UK FIRM GLOSTER SARO, FOKKER VFW, NV, RHEINSTAHL, AND RAGGIANCE.

2. COMMENT: THIS CONTRACT AWARD AGAIN REFLECTS THE INCREASED COMPETITIVENESS OF US EQUIPMENT SUPPLIERS IN THE KUWAIT MARKET SINCE THE DOLLAR'S DEVALUATION. IN RECENT MONTHS OTHER IMPORTANT GOK CONTRACTS HAVE GONE TO AMPEX FOR SUPPLY OF A MOBILE COLOR TELEVISION BROADCAST VAN, CURTISS-WRIGHT FOR TWO GAS POWER STATIONS (SOME OF EQUIPMENT WAS UK), AND IT APPEARS CERTAIN FMC WILL WILL CONTRACT FOR SUPPLY OF CARGO-HANDLING CONVEYORS. STOLTZFUS

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